

Technology Advisory Group

March Meeting

March 21, 2014



Agenda

Project Update

Discussion

Next Steps

HIway Operations Update (as of February 2014)

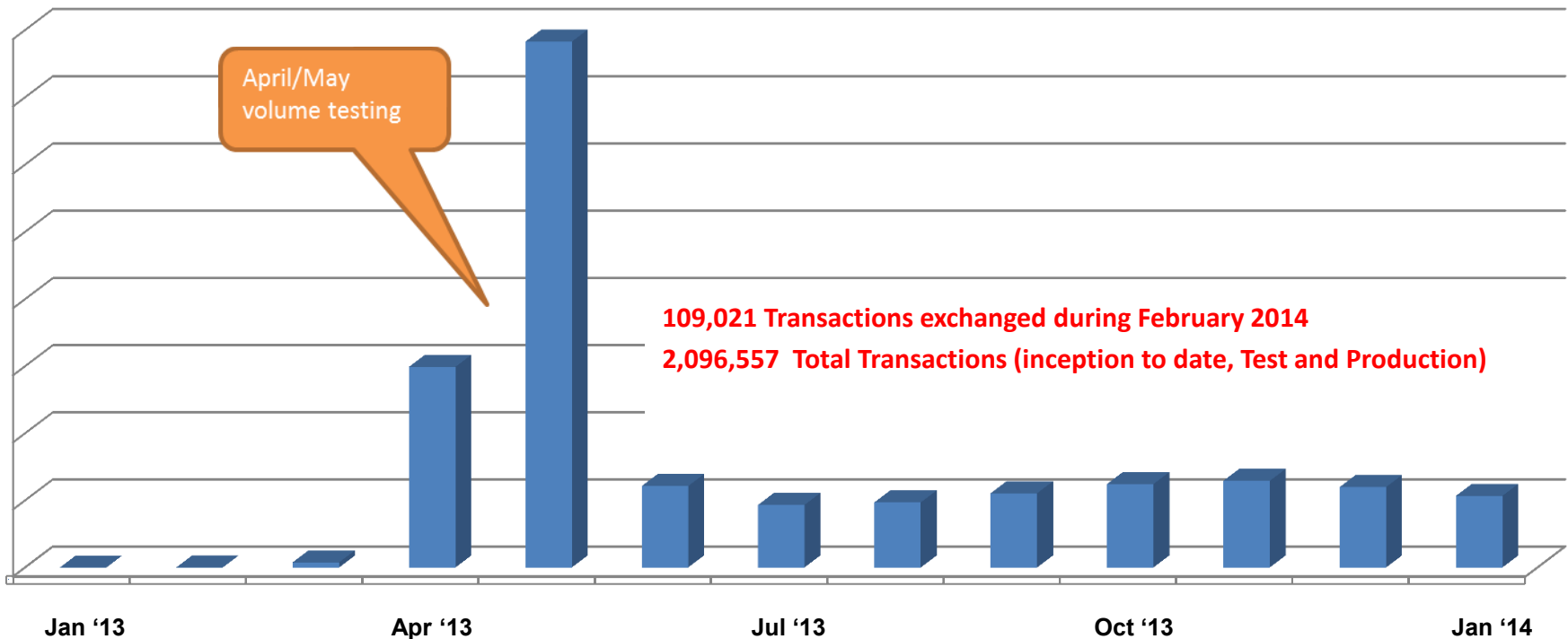
132 Mass HIway Participants

104 Participants live

5 Participants went live in February

4 New Participation Agreements completed in February

- The Carson Center for Human Services
- Fairlawn Rehabilitation Hospital
- Mount Auburn Hospital
- Dr. John D. Mudrock



Mass Hlway Participants (1 of 3)

Org Name	Live
AdCare Hospital	
Addiction Treatment Center of NE	1
Anna Jacques Hospital	1
Athol Memorial Hospital	1
Atrius Health	1
Baycare Health Partners	
Baystate Franklin	1
Baystate Medical Center	1
Beaumont Rehab and Skilled Nursing	1
Berkshire Health Systems	1
Beverly Hospital	1
BIDMC	1
Boston Health Care for the Homeless	1
Boston Public Health	1
Brockton Neighborhood Health Center	1
Cambridge Health Alliance	1
Cape Cod Pediatrics	
Caretenders of Boston	1
Caring Health Care	1
Carson Center	
Center for Human Development	1
Central MA IPA (2 physicians, 2 PAs)	2
Chair City Family Medicine	
Children's Hospital	1
Christopher House	1
Clinical & Support Options	1
Community Counseling of Bristol County	1

Org Name	Live
Community Health Center of Franklin County	1
Community Healthlink	1
Cooley Dickinson Hospital	1
Cutchins Programs	1
CVS Minute Clinic	
Dimock Center	
Dr. Masucci	
Dr. George Milowe	1
Dr. John D. Mudrock	
EasCare Ambulance Service	1
East Boston Neighborhood Health Center	1
Emerson Hospital	1
Emerson PHO	
Fairlawn Rehabilitation Hospital	1
Family Health Care of Worcester	1
Gardner VNA	1
Greater Lawrence Family Health	1
Habit OpCo	
Hallmark Health	
Hampden County Physician Associates	
Harbor Medical Associates	1
Harrington Hospital	1
Harvard Pilgrim Health Care	1
Hebrew Senior Life/Rehab Center	1
Heywood Hospital	1
Highpoint Treatment Center	1
Holistic Family Medicine	

Mass Hlway Participants (2 of 3)

Org Name	Live
Holy Trinity Nursing	1
Holyoke Health Center	1
Holyoke HIE (15 separate organizations)	15
Home Health VNA	1
Jessica Foley, LMHC	1
Jewish Healthcare Center	1
Jordan Hospital	
Joseph M Smith Community Health Center	1
Lawrence General	1
Life Care Center of Auburn	1
Lowell Diabetes & Endocrine Center	1
Lowell General Hospital	
MAeHC	1
Medway County Manor	1
Mercy Medical Center	1
MetroWest – Vanguard	1
Michael Lakher	1
Milbury Health Care Center	1
Milford Regional Medical Center	1
Morton Hospital	1
Mount Auburn Hospital	
Network Health	1
Noble Hospital	1
North Adams Regional Hospital	1
Northeast Behavioral Health	
Northern Berkshire Pediatrics	1
Northern Berkshire VNA	1

Org Name	Live
Notre Dame LTCC	1
Orleans Medical Center	1
Orthopedic Associates of Northern Berkshire	1
Overlook VNA	1
Partners HealthCare	1
Pediatric Care Associates	1
Pentucket Medical	1
Pinnacle Health Management	1
Pioneer Valley Pediatrics	
Pulmonary and Primary Care Assoc.	
Redwood Pediatrics	
Reliant Medical Group	1
River Valley Health	1
Riverbend Medical Group	1
Salter Healthcare	
Senior Whole Health	1
Seniorlink, Inc.	1
ServiceNet, Inc.	1
Seven Hills Behavioral Health	
Shawsheen Medical Associates	
South Shore Hospital	1
Spectrum Health	
St Vincent – Vanguard	1
Stanley Street Treatment	
Stony Brook Primary Care	
Suburban Internal Medicine	
Taunton Nursing Home	1

Mass Hlway Participants (3 of 3)

Org Name	Live
Tufts Medical Center	1
UMass Memorial	1
UnitCare Network	1
Valley Medical Associates	1
VNA Care Network	1
Whittier Health Network	1
Winchester Hospital	1
Women's Health Associates	1
Worcester Rehab and Health Care Center	1

Mass Hlway Connection Forecast

Goal:

- Connect over 135 organizations to the Hlway Connections by June 30, 2014

Key Drivers for Growth:

- Public Health Reporting - Immunizations, Opioid Treatment, and Syndromic Surveillance programs
- Members of other HISPs joining the Mass Hlway using HISP-to-HISP connections

Primary uses of Hlway to date

- **Primary uses of the Hlway have not changed since December, but transactions have increased significantly in Care Coordination and Public Health uses**

Use case	Cumulative total transactions through 11/30/13	Cumulative total transactions through 2/20/14	% Change
Care Coordination	208	5,343	2469%
Public Health	52,261	120,839	131%
Case Management	21,236	29,941	41%
Quality Reporting	626,908	845,123	35%

Mass Hlway Release Schedule

Mass Hlway Development Timeline

Activity	Target date
Opioid Treatment Program Node Go-Live	March 2014
Cancer Registry Node Go-Live	April 2014
Provider Directory Upgrade Go-Live (support for external use of PD through web-services)	April 2014
Webmail Upgrade Go-Live (MU2 compliance, shared folders to support SEE application)	April 2014
Meditech XDR Solution Go-Live (enables providers to send/receive Direct messages from their Meditech EHR)	April 2014
HISP to HISP Solution Go-Live (enables providers to connect to the Hlway through another HISP)	April 2014
eReferral Phase 1 Node Go-Live (enables bi-directional communications on health related targets given from HPOs to CBOs such as YMCA, Tobacco quit lines, etc.)	June 2014
Childhood Lead Poison Prevention Program Node Go-Live	March 2014 Q3 2014 (deprioritized)
Phase 2, Release 2 (Web service access to RLS, eMPI tuning, AIMS integration, Notifications, etc.)	Q3 2014
Healthcare Provider Portal	Q3 2014

Last Mile Program wrapped up with end of ONC grant on Feb 7

The Last Mile Program concluded with the end of the Statewide Health Information Exchange Cooperative Agreement with the Office of the National Coordinator (ONC) on February 7, 2014

Contact for all Mass HIway activities is the Executive Office of Health and Human Services (EOHHS):

- **1-855-MA-HIway (1-855-624-4929)**
- **masshiway@state.ma.us**

Mass HIway is finalizing documentation and educational resources (website included) to promote scalability and self service. Mass HIway will continue to partner with the Massachusetts eHealth Institute (MeHI) on development of targeted educational sessions, mass communications, and general awareness building.

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Phase 2 Rate Card Analysis

The private share requirement for Phase 1 and Phase 2 is \$1.3M:

- Phase 1: ~\$700K
- Phase 2: ~\$550K

Phase 1 realized revenue has already exceeded \$500K, and there are over 100 organizations in the pipeline with projected revenue of \$500K-\$750K

Pricing for Phase 2 needs to take into account a number of considerations:

- What is the target private share revenue requirement for Phase 2?
- How many customers, and what types of customers, are likely to purchase Phase 2 services at a given price level?
- What is optimal pricing that will:
 - Ensure achievement of required private share revenue requirement
 - Minimize barriers to entry to Hlway participation and adoption, especially in light of Chapter 224 and public health Hlway requirements
 - Maintain principles of fairness and accessibility for providers with limited resources and focused on the under-served

Phase 2 Rate Card

Massachusetts Health Information Highway Rate Card

Tier	Category	Phase 1 Annual HIE services fee		Phase 2 Annual HIE services fee	Phase 1 + Phase 2 Total Annual HIE services fees	
		LAND plus HIE services (per node)	Direct HIE services (per node)	Phase 2 services (per node)	LAND plus HIE services (per node)	Direct HIE services (per node)
Tier 1	Large hospitals	\$27,500	\$15,000	\$15,000	\$42,500	\$30,000
	Health plans					
	Multi-entity HIE					
	Commercial imaging centers & labs					
Tier 2	Small hospitals	\$15,000	\$10,000	\$7,500	\$22,500	\$17,500
	Large ambulatory practices (50+)					
	Large LTCs					
	ASCs					
	Ambulance/Emergency Response					
	Business associate affiliates (for-profit and non-profit)					
Tier 3	Small LTC	\$4,500	\$2,500	\$1,250	\$5,750	\$3,750
	Large behavioral health					
	Large home health, LTSS					
	Large FQHCs (10-49)					
	Medium ambulatory practices (10-49)					
Tier 4	Small behavioral health	\$250	\$175	\$100	\$350	\$275
	Small home health, LTSS					
	Small FQHCs (3-9)					
	Small ambulatory practices (3-9)					
Tier 5	Small ambulatory practices (1-2)	\$60	\$60	\$30	\$90	\$90

Rationale:

- Phase 1 market penetration and market interest in Phase 2 suggests that Hlway will be able to attract large number of customer for Phase 2 services
- Phase 2 service value increases exponentially with the number of participants contributing ADT information
- Since Phase 1 is exceeding revenue targets by 2X and to remove cost as a barrier for Phase 2, rates are set at 50% of Phase 1 pricing
- If all 71 Hlway customers (as of Jan 15, 2014) purchase Phase 2 services, revenues would be \$245K (~45% of Phase 2 revenue target, but still above overall Phase 1&2 targets for private share)

Mass Hlway phase 2 document architecture

Document Architecture

Consent Policy

Document	Description	Status
Phase 2 Services Addenda to Participation Agreement	Addendum to contract to cover new phase 2 requirements	Beta version out with phase 2 pilot sites
Policies & Procedure	Rules of the road for phase 2	Near completion – Target April release
Consent Template and Consumer Education Materials	Recommended but not required consent form language and patient education content	In process – Target April release
Participant Training Guides	Training materials to prepare Participant staff to use Mass Hlway and to explain it to patients	In process – Target April release
Website Resources	Go to place for all information and documentation. Deeper content such as Frequently Asked Questions (FAQs) and support services.	In process – Website is up and new items for phase 2 to be added on rolling basis beginning in April

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- Reactions to be taken into account by Phase 2 design team
- Meeting notes synthesized and provided back to Advisory Group for final comments
- Presentation materials and notes to be posted to EOHHS website
- Next Advisory Group Meeting – Not yet scheduled - TBD
- HIT Council – scheduled for April 7, 3:30-5:00 One Ashburton Place, 21st Floor

HIT Council meeting schedule, presentations, and minutes may be found at <http://www.mass.gov/eohhs/gov/commissions-and-initiatives/masshiway/hit-council-meetings.html>